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TO AMEMBASSY ATHENS IMMEDIATE

INFO AMEMBASSY ANKARA PRIORITY

USMISSION NATO PRIORITY

JCS PRIORITY

USNMR SHAPE PRIORITY

USDELMC PRIORITY

CINCUSAFE PRIORITY

CINCUSNAVEUR PRIORITY

DIRNSA PRIORITY

USDOCOSOUTH PRIORITY

USCINCEUR PRIORITY

C O N F I D E N T I A L STATE 195700

E.O. 11652:GDS

TAGS:MARR, PFOR, GR, US

SUBJECT:US-GREEK BASE NEGOTIATIONS - NEA MAKRI

REF: ATHENS 7660/291022Z JUL 76

1. THIS CONSTITUTES A RESPONSE TO PARAS 14(A), 14(B),
AND 14(C) OF REF MESSAGE.

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2. PRELIMINARY BUDGETARY COST ESTIMATE FOR THE PROCUREMENT

AND INSTALLATION OF TWO LF VANIZED TRANSMITTER SYSTEMS AND SIX HF VANIZED TRANSMITTER/RECEIVED SYSTEMS, INCLUDING MAJOR ASSOCIATED COMPONENTS AND TECHNICAL CONTROL TERMINALS, IS OUTLINED BELOW:

- A. EQUIPMENT -- --DOLS 6,600,000
- B. ENGINEERING AND INSTALLATION --DOLS 1,000,000
- C. TEST EQUIPMENT -- --DOLS 50,000
- D. SPARE PARTS (90 DAYS -- --DOLS 3,500,000
- INITIAL SUPPLY AND 2
- YEARS' FOLLOW-ON SUPPORT)
- E. POWER GENERATORS -- --DOLS 350,000
- F. VANS -- --DOLS 500,000

3. THESE BROAD COST ESTIMATES ARE FOR PLANNING PURPOSES ONLY AND ARE BASED ON THE TYPES OF EQUIPMENT CURRENTLY AT NAVCOMMSTA NEA MAKRI, TO THE EXTENT THAT THIS EQUIPMENT IS NOT OBSOLETE. DELIVERY LEAD TIME IS ESTIMATED TO BE 30-36 MONTHS FROM RECEIPT OF ORDER. DUE TO THE LACK OF SPECIFIC INFORMATION, THE FOLLOWING ASSUMPTIONS WERE MADE IN ARRIVING AT THE BUDGETARY ESTIMATE:

- A. TRANSMITTING/RECEIVING SYSTEM WILL BE LOCATED AT EXISTING SITES.
- B. LAND AREA FOR ANTENNAS IS AVAILABLE AT TRANSMITTING AND RECEIVING SITES.
- C. NO ADDITIONAL POINT-TO-POINT COMMUNICATION LINKS ARE REQUIRED FOR THE SYSTEMS; E.G. MICROWAVE, LAND LINE, ETC.
- D. EQUIPMENT INSTALLED IN VANS IN U.S. AND SHIPPED TO SITE.

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- E. PHYSICAL SECURITY PROVIDED ON SITE BY STATION.
- F. PADS FOR VANS AND ANTENNAS ARE AVAILABLE ON SITE.
- G. NO U.S. CRYPTO EQUIPMENT IS INCLUDED IN THE ESTIMATE.
- H. IF EQUIPMENT PRESENTLY USED AT THE STATION IS

NOT AVAILABLE, EQUAL OR BETTER EQUIPMENT WILL BE SUBSTITUTED AND PRICES REVISED ACCORDINGLY.

4. THE BUDGETARY ESTIMATE DOES NOT INCLUDE STANDARD FMS ACCESSORY CHARGES (ADMINISTRATIVE HANDLING, TRANSPORTATION, PACKING AND CRATING), NOR DOES IT INCLUDE COSTS FOR SITE PREPARATION OR EQUIPMENT FOR HN SHIPS. IT IS REPEATED THAT THE BUDGETARY DATA PROVIDED ABOVE ARE ESTIMATES ONLY AND ARE NOT SUFFICIENTLY REFINED FOR USE IN A LETTER OF OFFER (LOA). NORMALLY, 60 DAYS WILL BE REQUIRED TO DEVELOP PRICE AND AVAILABILITY DATA SUITABLE FOR INCORPORATION IN A LETTER OF OFFER.

5. A COST BREAKDOWN OF THE ITEMS INCLUDED IN THIS BUDGETARY ESTIMATE CAN BE PROVIDED IF DESIRED; HOWEVER, DUE TO THE INHERENT PROBLEMS/UNKNOWN ASSOCIATED WITH AN UNDERTAKING OF THIS TYPE, FIRM PRICE AND AVAILABILITY FOR AN LOA SHOULD BE DEVELOPED ONLY AFTER AN IN-COUNTRY SITE SURVEY BY U.S. COMMUNICATION/TECHNICAL PERSONNEL. A SITE SURVEY PROVIDES SPECIFIC INFORMATION NECESSARY TO DEVELOP REFINED COSTING DATA AND REQUIREMENTS, INCLUDING SPACE UTILIZATION AND POWER REQUIREMENTS. FURTHER, IT PERMITS THE DEVELOPMENT OF THE BASE ELECTRONIC SYSTEM ENGINEERING PLAN (BESEP) WHICH IS ESSENTIAL TO THE PROPER MANAGEMENT OF THE CASE. AN FMS CASE COULD BE ESTABLISHED TO PROVIDE FOR A SITE SURVEY AND THE DEVELOPMENT OF THE BESEP. THE TIME REQUIRED TO ASSEMBLE A SITE SURVEY TEAM IS INCLUDED WITHIN THE TIMEFRAME DISCUSSED IN PARA 4 ABOVE REGARDING LOA.

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